
Deloitte Consulting LLP

Proposal to Support

General Services Administration

HSPD-12 / ICAM Program Management Office, Expanded Support
RFQ/Solicitation Number: 13615-09
Volume 2 – Price Proposal

U.S. General Services Administration

HSPD-12 / ICAM Program Management Office, Expanded Support

RFQ/Solicitation Number: 13615-09

Price Proposal

August 24, 2009

Presented by

Deloitte Consulting LLP

1750 Tysons Boulevard, Suite 800
McLean, VA 22102-4219

**Technical POC and
Authorized Negotiator:**

(b) (6) Principal
(b) (6)

Contracts POC:

(b) (6) Contracts Manager
(b) (6)

Submitted To:

Lydia Dawson, Contracting Officer
1800 F Street, NW, Room 3232
Washington, DC 20405
lydia.dawson@gsa.gov

This proposal or quotation includes data that shall not be disclosed outside of the Government and shall not be duplicated, used, or disclosed in whole or in part for any purpose other than to evaluate this proposal or quotation. If, however, a contract is awarded to this Offeror or Quoter as a result of or in connection with the submission of this data, the Government shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit the Government's right to use information contained in this data if it is obtained from other sources without restriction. The data subject to this restriction are contained in this entire proposal.

All Redactions are (b)(6)

Deloitte Consulting LLP
1750 Tysons Boulevard
Suite 800
McLean, VA 22102-4219
USA

Tel: +1 703 251 1000
www.deloitte.com

August 24, 2009

[Redacted Name]

Contract

GSA OCI

1800 F Street, NW, Room 3232
Washington, DC 20405

RFQ

Deloitte is pleased to submit our proposal to provide HSPD-12 / ICAM Program Management Office and Expanded Support services to the General Services Administration Office of the Chief Information Officer (OCIO). We believe that our submission meets the requirements of the [Redacted] Deloitte possesses the required level of skill and experience to [Redacted] work (SOW).

We are [Redacted] the prospect of continuing our successful working relationship with you, and we hope our [Redacted] commitment to provide continued, distinctive client service and highly specialized talent to this project. Our submission consists of two volumes: Technical Proposal and Price Proposal.

[Redacted] working with you to achieve optimum value for GSA's Office of the Chief Information Officer. If you have any questions or require additional information, please contact me at (b) (6). Should you have any contractual questions, please contact our Contract Manager, (b) (6) at (b) (6).

Sincerely,

(b) (6)

(b) (6)

Principal
Deloitte & Touche LLP

Table of Contents

1.0 Pricing Overview	1
1.1 Discount.....	1
2.0 Proposed Pricing	2
2.1 Proposed labor hour rates	2
2.2 Completed Price Schedule	2
3.0 Travel and Other Direct Costs (ODCs)	4
4.0 Invoicing	4
5.0 Validity	5
6.0 Assumptions and Clarifications	5

List of Tables

Table 1.1-1: Price Summary	1
Table 2.1-1: Deloitte's Discounted Labor Rates	2
Table 2.2-1: BASE YEAR Price	3
Table 2.2-2: OPTION YEAR 1 Price	3
Table 2.2-3: OPTION YEAR 2 Price	4

1.0 Pricing Overview

All Redactions are (b)(4)

Deloitte Consulting LLP (Deloitte¹) is pleased to present our price quotation as part of our overall response to the HSPD-12 PMO Expanded Support Request for Quote (RFQ).

Our proposed time and materials (T&M) pricing for the requested PMO support services are based upon our best, experienced estimate to complete the statement of work (SOW) as provided in the RFQ. Our labor categories and rates have been derived from Deloitte Consulting LLP's IT70 Schedule Contract Number GS-35F-0060L. A copy of our current GSA IT70 Schedule is provided as Attachment B to this volume.

The total proposed estimated price for the Base Year and all Option Years is \$ [REDACTED] which is summarized below. Detailed proposed pricing tables are presented in section 2.

Table 1.1-1: Price Summary

	HOURS BY CLIN										
Period	0001	0002	0003	0004	0005	0006	0007	0008	0009	Total Hou	Total Price
Base Year	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	\$2,695,951
Option Year 1	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Option Year 2	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Grand Total	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	\$ [REDACTED]

1.1 Discount

Deloitte offers the GSA a significant (b) (4) discount based on the hourly rates for each labor category of the GSA schedule. This discount is possible because the GSA schedule rates are an aggregation of many different possible services and with the RFQ defining the requested services, Deloitte is confident in our ability to deliver top quality services at lower cost to the Government. We believe this discount is of significant value and will verify that the Government receives the greatest return for its investment.

¹ As used in this document, "Deloitte" means Deloitte Consulting LLP and Deloitte & Touche LLP which are separate subsidiaries of Deloitte LLP. Please see www.deloitte.com/us/about for a detailed description of the legal structure of Deloitte LLP and its subsidiaries.

2.0 Proposed Pricing

2.1 Proposed labor hour rates

Table 2.1-1 presents Deloitte's proposed discounted labor rates, derived from the Deloitte GSA IT-70 schedule, which can be found in Attachment B.

Table 2.1-1: Deloitte's Discounted Labor Rates

GSA IT-70 Labor Category	Discounted Base Year Rate	Discounted Option Year 1 Rate	Discounted Option Year 2 Rate
Program Director	(b) (4)		
Quality/Risk Executive			
Senior Project Manager			
Project Manager II			
Project Manager I			
Senior ERP Specialist			
ERP Specialist II			
Technical Trainer II			
Technical Trainer I			
IT Process/Change Specialist II			
IT Process/Change Specialist I			
Senior IT Consultant			
IT Consultant			
Web Architect II			
Web Architect I			
IT Business Analyst			
Systems Analyst			
Programmer			
Documentation Specialist			
Project Support Analyst			

2.2 Completed Price Schedule

In accordance with the RFQ, Deloitte's proposed pricing is provided as Attachment A to this volume. The electronic file associated with Attachment A is an MS Excel file named "Attachment A – Price Schedule Deloitte 2009.xls". This schedule contains our proposed Labor Hour pricing by CLIN and labor category. The following tables present the information in the Deloitte price schedule.

Price Proposal

Table 2.2-1: BASE YEAR Price

Base Year													
Hours By CLIN													
Labor Category	GSA Rate	Discounted Rate	0001	0002	0003	0004	0005	0006	0007	0008	0009	Total Hours	Total Price
Program Director	(b) (4)												
Quality/Risk Executive													
Senior Project Manager													
Project Manager II													
Project Manager I													
Senior ERP Specialist													
ERP Specialist II													
Technical Trainer II													
Technical Trainer I													
IT Process/Change Specialist II													
IT Process/Change Specialist I													
Senior IT Consultant													
IT Consultant													
Web Architect II													
Web Architect I													
IT Business Analyst													
Systems Analyst													
Programmer													
Documentation Specialist													
Project Support Analyst													
Total												\$ 2,695,951	

Table 2.2-2: OPTION YEAR 1 Price

Option Year 1													
Hours By CLIN													
Labor Category	GSA Rate	Discounted Rate	0001	0002	0003	0004	0005	0006	0007	0008	0009	Total Hours	Total Price
Program Director	(b) (4)												
Quality/Risk Executive													
Senior Project Manager													
Project Manager II													
Project Manager I													
Senior ERP Specialist													
ERP Specialist II													
Technical Trainer II													
Technical Trainer I													
IT Process/Change Specialist II													
IT Process/Change Specialist I													
Senior IT Consultant													
IT Consultant													
Web Architect II													
Web Architect I													
IT Business Analyst													
Systems Analyst													
Programmer													
Documentation Specialist													
Project Support Analyst													
Total													

Table 2.2-3: OPTION YEAR 2 Price

Option Year 2													
Hours By CLIN													
Labor Category	GSA Rate	Discounted Rate	0001	0002	0003	0004	0005	0006	0007	0008	0009	Total Hours	Total Price
Program Director	(b) (4)												
Quality/Risk Executive													
Senior Project Manager													
Project Manager II													
Project Manager I													
Senior ERP Specialist													
ERP Specialist II													
Technical Trainer II													
Technical Trainer I													
IT Process/Change Specialist II													
IT Process/Change Specialist I													
Senior IT Consultant													
IT Consultant													
Web Architect II													
Web Architect I													
IT Business Analyst													
Systems Analyst													
Programmer													
Documentation Specialist													
Project Support Analyst													
Total													

3.0 Travel and Other Direct Costs (ODCs)

Should the need arise for travel and other direct costs during the execution of this contract, Deloitte will obtain authorization from the Contracting Officer Technical Representative (COTR) prior to incurring or invoicing of these costs. We acknowledge the Government's request that project work be performed by personnel local to Washington, DC and that local travel costs will not be reimbursed.

Travel costs and ODCs will be incurred and invoiced in accordance with Federal Travel Regulations. Lodging and meals shall be invoiced in accordance with the more restrictive of firm policy or the standard per diem rates referenced in FAR 31.205-46.

4.0 Invoicing

Deloitte proposes to invoice every four weeks. Payment terms for invoices are net 30 days.

The remittance address for invoice payments is:

Deloitte Consulting LLP
PO Box 7247-6447
Philadelphia PA 19170-6447

For electronic payment, wire transfers, and ACH payments:

(b) (4)

5.0 Validity

Deloitte's proposed pricing is valid for 60 days,

6.0 Assumptions and Clarifications

1. **Cooperation and Commitment of all Parties.** We have found that the success of important projects like this one is dependent, to a significant degree, on the cooperation and commitment of all parties. To this end, GSA and Deloitte will cooperate with each other in the performance of services, including, without limitation, the provision by GSA to Deloitte of timely access to complete the required tasks and accurate data and information; and timely reviews and approval of deliverables by GSA. GSA shall be responsible for the performance of its employees and agents and for the accuracy and completeness of all data and information provided to the contractor hereunder. GSA acknowledges and agrees that contractor's performance is dependent upon GSA's timely and effective satisfaction of GSA's responsibilities hereunder. Deloitte shall be entitled to rely on all decisions and approvals of GSA.
2. **Advice and Recommendations.** In the performance of these services, Deloitte is offering professional services to GSA. Deloitte's deliverable will include advice and recommendations, but all decisions in connection with implementation of such advice and recommendations shall be the responsibility of, and made by, GSA. In accordance with the RFP's requirement, Deloitte will prepare reports addressing potential policy alternatives, but that we understand the Government shall be responsible for the formalization, adoption and implementation of such policies.
3. **Price Reasonableness.** Deloitte is proposing to provide services, of a type offered and sold competitively in substantial quantities in the commercial marketplace, based on the rates set forth in its GSA Schedule No. GS-35F-0060L. These rates are fully burdened and have been determined by the General Services Administration to be reasonable. When providing rates based upon GSA Schedule contract rates, Deloitte does not provide cost or pricing data or data other than cost or pricing data (including, without limitation, any cost build-up of Deloitte's fully loaded labor rates or indirect rates, profit or general and administrative expense).
4. **Pre-existing or Other Proprietary Technical Data.** To the extent that Deloitte delivers any of its pre-existing, proprietary or independently developed tools, materials, information, technical data or computer software ("Consultant Information") in connection with this opportunity, such Consultant Information will be delivered to the Government with limited rights (as defined in FAR 52.227-14) and to GSA with limited rights for GSA to use solely for its internal business purposes and in connection with the deliverables. Prior to such delivery of Consultant Information, Deloitte will provide notice to GSA and will appropriately legend such Consultant Information. Moreover, in the performance of the services, Deloitte may utilize certain Consultant Information; Deloitte will not transfer any ownership right, title or interest in Consultant Information to GSA nor the Government as a result of this use.
5. **Organizational Conflicts of Interest.** Deloitte is a large firm with offices throughout the United States. Like other major professional services firms, we provide a broad array of professional services to our clients and we are engaged to perform services by new and existing clients every day. In this regard, we would like to bring to your attention that Deloitte may have contracts or pending proposals (including contracts with or proposals submitted to GSA) that could be deemed to be, in some way, related to Deloitte's performance of the task order to be awarded pursuant to this Request for Quotation. We do not believe that the existence of such proposals or contracts gives rise to any conflicts of interest or affects our ability to perform in an unbiased or impartial manner. Nevertheless, as a responsible Government contractor, Deloitte remains mindful of the obligations imposed by Government regulations to avoid conflicts of interest and to take appropriate actions should a conflict of interest arise.

6. **Government-Provided Information.** Deloitte's work is based on the assumption that the information that GSA is providing is accurate and complete and will be provided in a timely manner in order to meet scheduling and reporting deadlines.
7. **Management Functions or Decision.** Deloitte will not perform any management functions, make management decisions, or perform in a capacity equivalent to that of an employee of GSA. Deloitte will not be providing any legal advice or conducting a legal review of any of GSA's documents, records, or policies.
8. **Time and Materials (T&M).** Consistent with the RFQ provided by GSA, Deloitte submits this T&M proposal for the identified scope of work and period of performance, which identifies the proposed labor necessary to provide the requested support and prepare the identified deliverables. As GSA reviews and finalizes the deliverables, Deloitte will work closely with GSA to assess the impacts and update the project plan/work breakdown structure, staffing, and estimated level of effort, as appropriate.
9. **GSA Schedule Periods.** Deloitte has priced the base year using the currently applicable (b) (4) from the GSA IT-70 schedule. These rates are proposed for the entire base period. Details can be found in Attachment B, Deloitte GSA IT-70 Schedule.
10. **GSA Schedule Escalation.** Deloitte's GSA IT-70 schedule is valid through Year 10, as defined in Attachment B. The Base Year and Option Year 1 have been priced using discounted rates derived from this schedule. Option Year 2 has been priced using rates calculated by (b) (4) to the Year 10 rates.
11. **C&A Services.** The scope does not include the Certification and Accreditation of any system built as a part of this support RFQ. These require specialized teams and resources that are not part of the Deloitte's proposed team.
12. **SIN 132-51 Labor Categories.** All labor categories under the proposed rates will be available to Deloitte's team and Deloitte will have the flexibility to bring additional resources outside the labor category mix proposed in this price volume.
13. **Timely Support.** During the course of the contract, we will require the timely support of the GSA staff to support the timely completion of tasks and deliverables. This will include, but is not limited to, experience pertaining to each of the project areas. Support will be provided in a timely manner so as not to delay any of the tasks in the project plan.
14. **Issue Resolution.** The GSA Project Manager will serve as the initial escalation point to resolve issues in a timely manner to avoid schedule slippage. In some cases, issues must be resolved within 48 hours to meet the schedule. The GSA agrees to support this guideline.
15. **Deliverable(s) Approval.** The GSA will review and approve, (b) (4), all deliverables submitted by Deloitte. More expeditious review and approval will assist the team in meeting accelerated schedules. If sign-off on deliverable(s) is not received from the GSA Deloitte, we will assume approval of the deliverable(s) (b) (4).
16. **Knowledge Transfer.** The GSA Project Manager and other stakeholders will work closely with Deloitte throughout all phases of this project to help facilitate effective knowledge transfer from Deloitte's team members to the GSA staff.
17. **Resources.** The resources identified in the technical proposal are contingent upon project start date. Delays due to (b) (4), or other factors may influence the availability of this team. Deloitte will commit to provide other resources with similar skills.
18. **BearingPoint, Inc. Acquisition.** On May 8, 2009, Deloitte LLP acquired substantially all of the assets of the North American Public Services practice of BearingPoint LLP (BearingPoint), including its federal practice. As part of this sale, Deloitte Consulting LLP (Deloitte) acquired legacy

BearingPoint personnel and resources some of which are being proposed to perform this important effort. Deloitte is confident that the transition will be seamless for the federal customers of Bearing Point, including GSA. Engagement teams will remain largely the same permitting the delivery of uninterrupted world-class consulting services on active orders. And, the combination of two professional consulting giants will only increase the number of highly qualified personnel available to GSA for the performance of this important Program.

Changes in these assumptions, which may impact schedule dates and or fees, will be documented and communicated to the appropriate individual(s) for discussion and approval.